

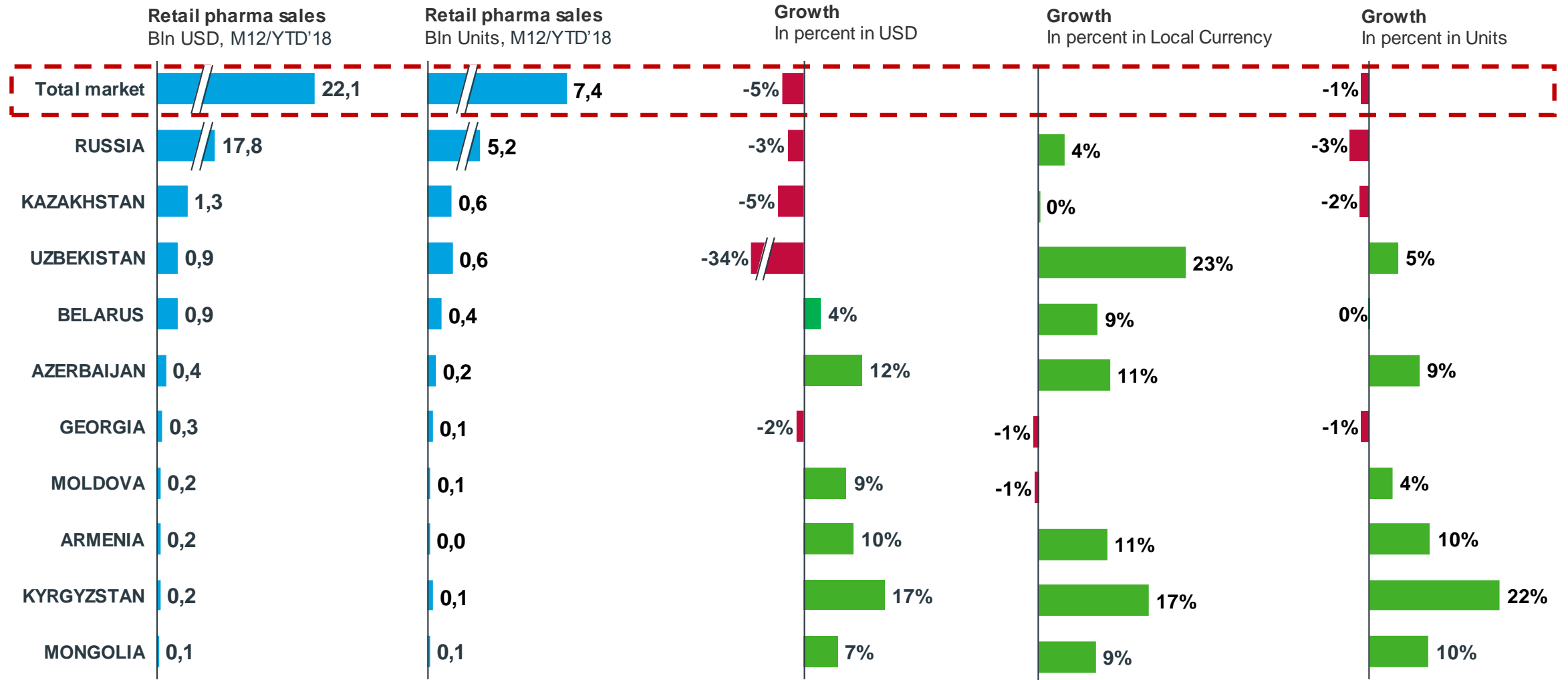


Facts from IQVIA

M12 2018

EAEU & CIS, Russia Countries ranking in January-December 2018, Total market, Value in Bln. USD and Units

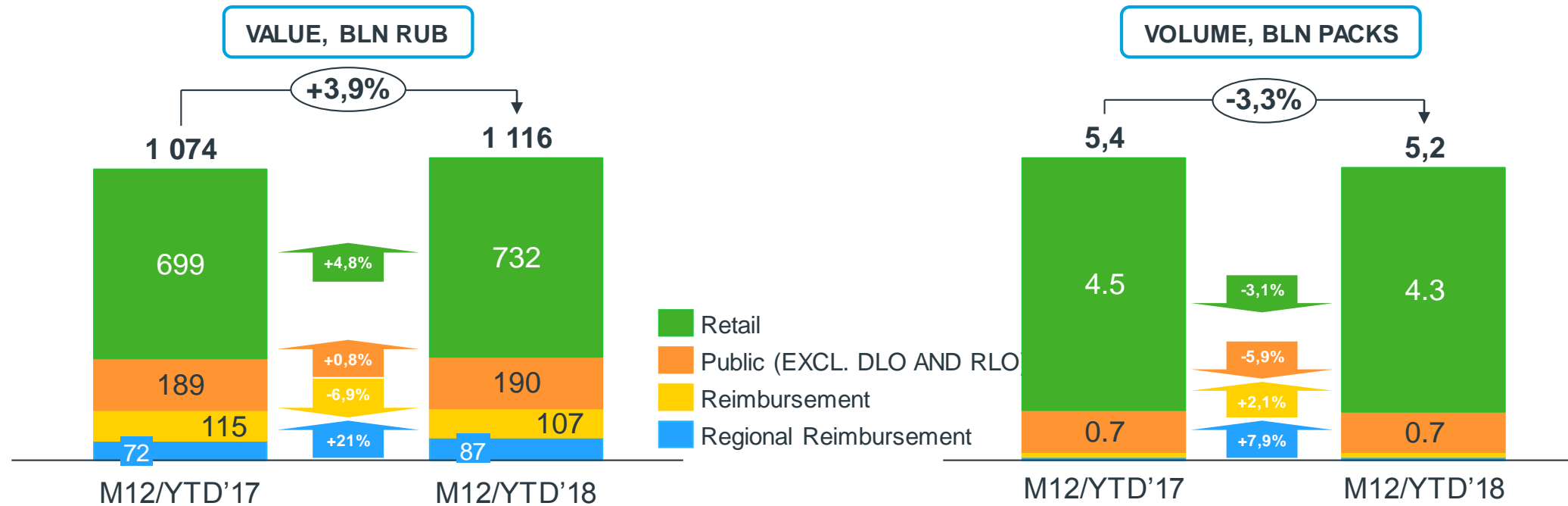
Total Market decreases by -4% in USD and -2% in volume





Russia pharma market growth in January-December 2018

Market grew by 3,9% in value and decreased by 3,3% in volume

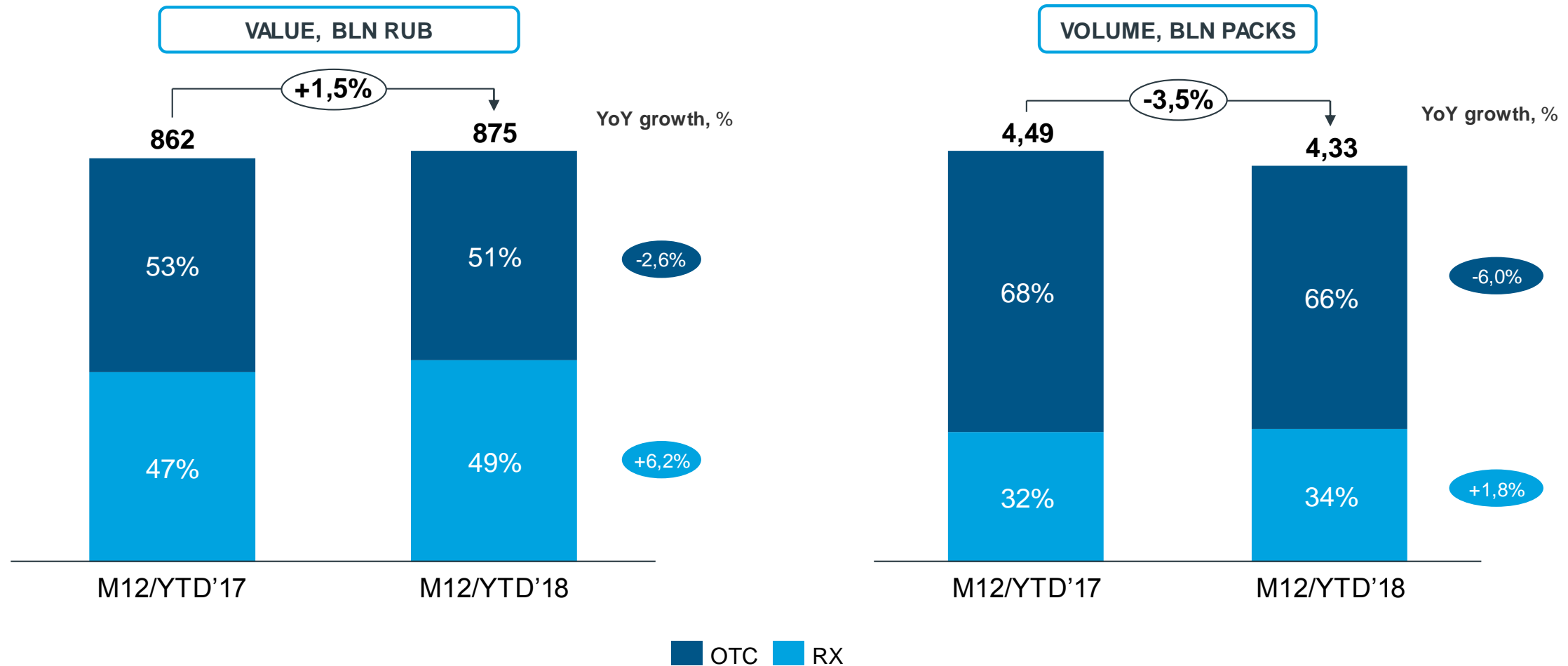


Indicator	RUB	USD	EUR	PACKS
Value M12/YTD'18, Bln.	1 116	17,8	15,1	5,2
Growth M12/YTD'18%	▲ 3,9%	▼ -3,5%	▼ -7,7%	▼ -3,3%



Russia pharma market growth in January-December 2018

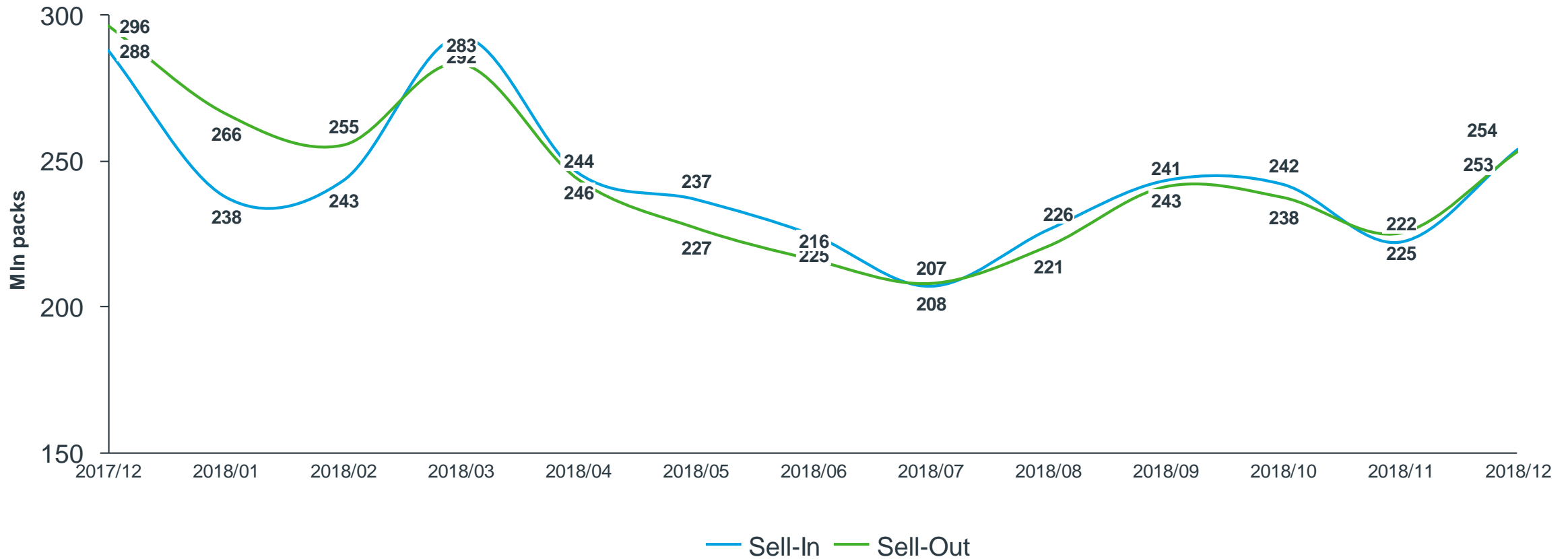
Retail Sell-Out: Market grew by 1,5% in value and decreased by 3,5% in volume





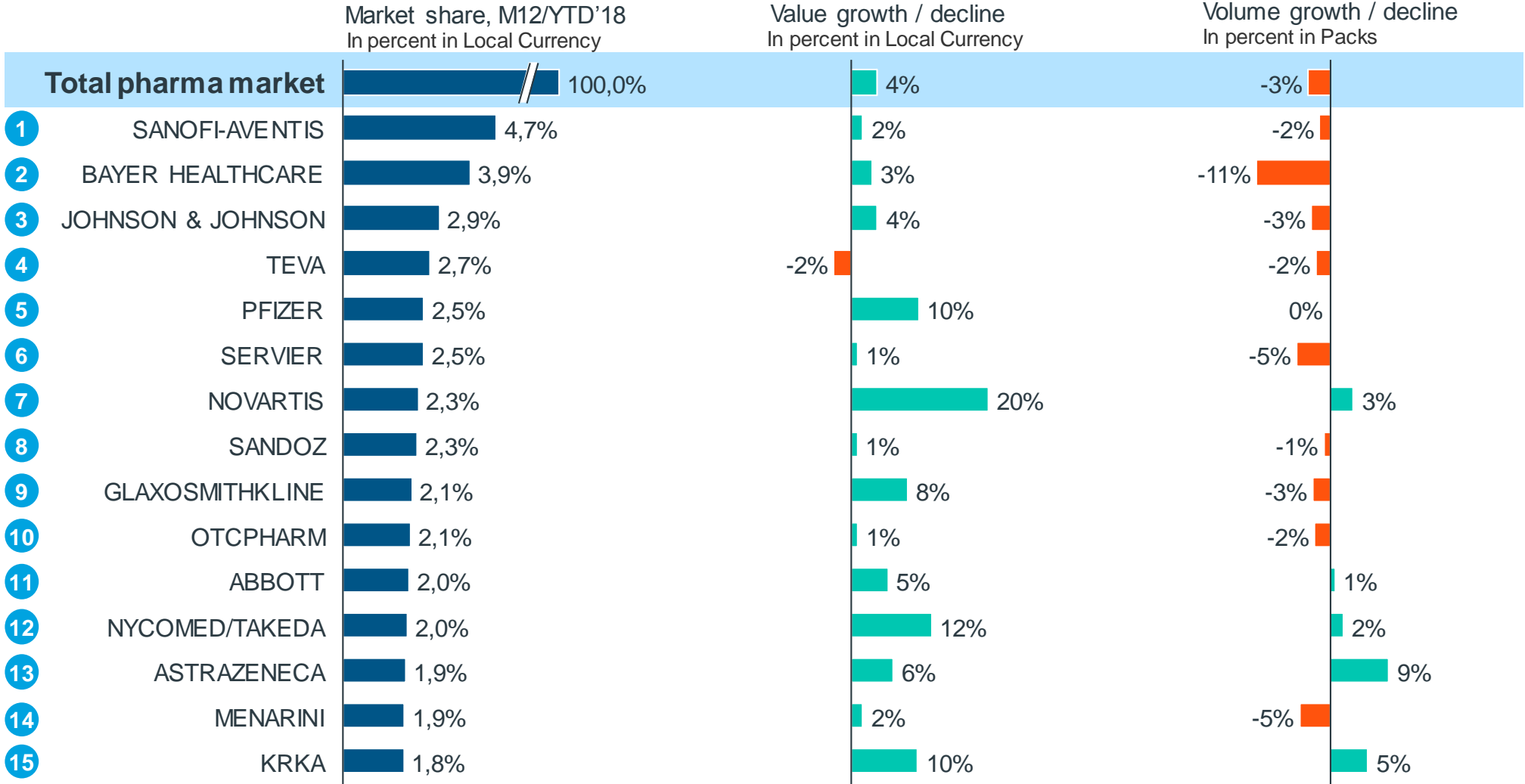
Sell-In vs Sell-Out, OTC registered drugs

Volume, mln packs





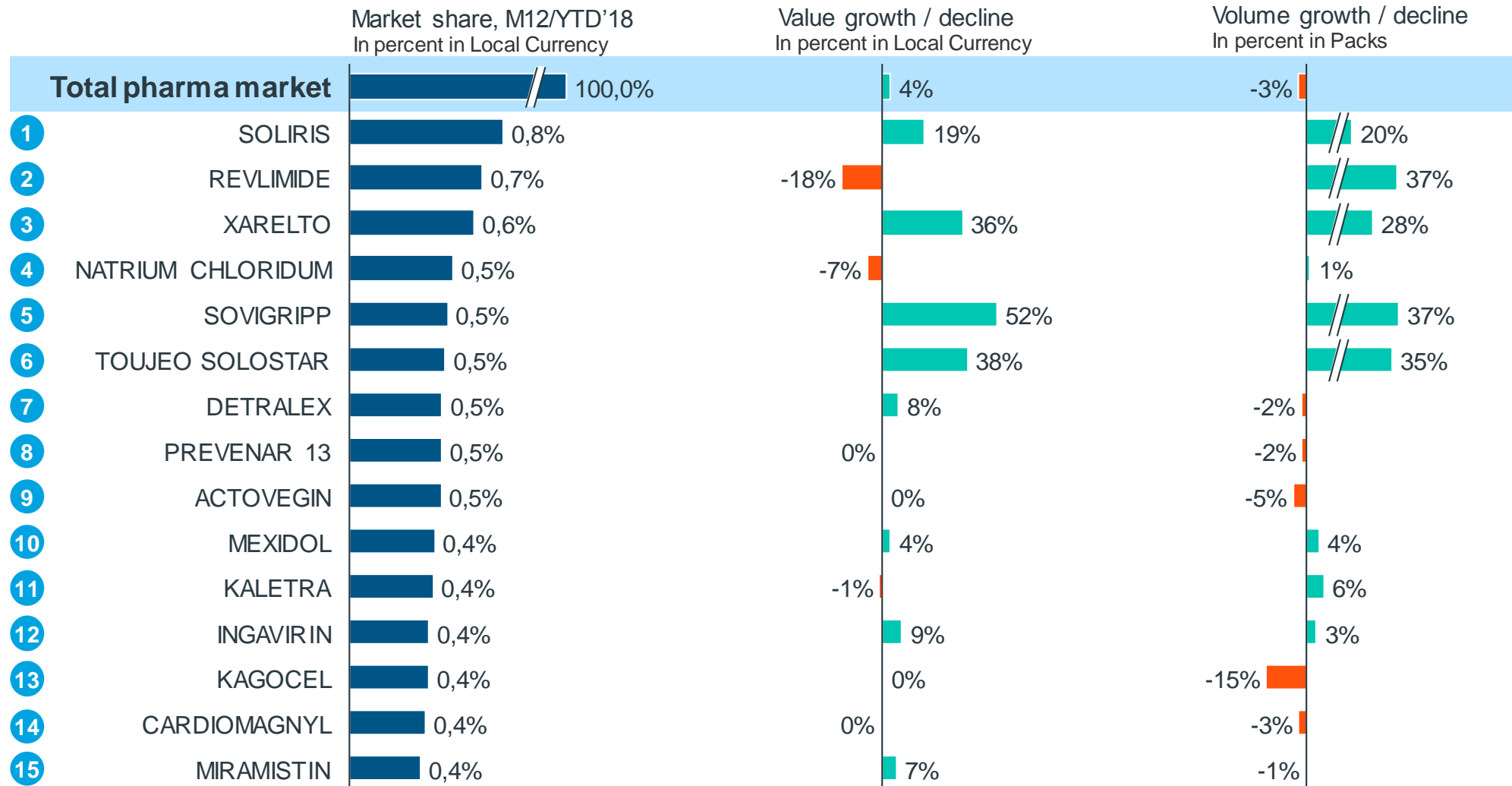
TOP-15 corporations on Russian market, January-December 2018



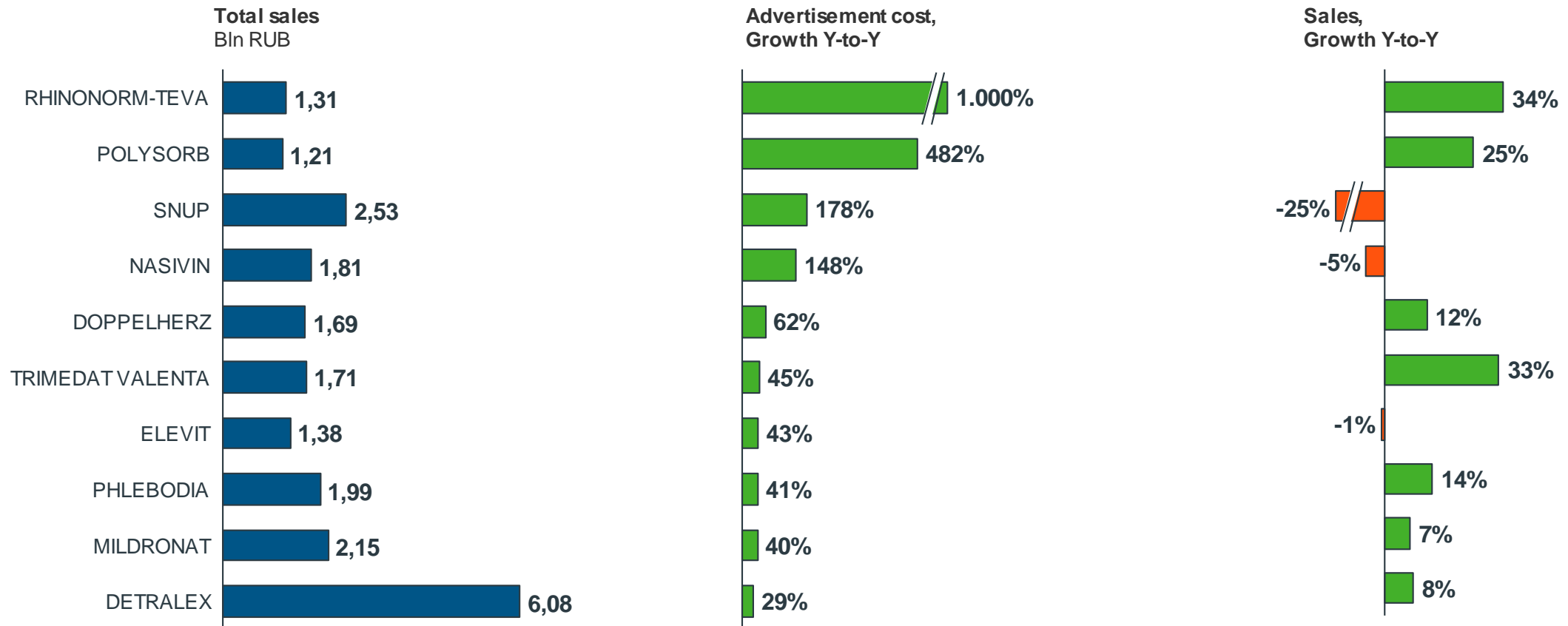
Source: IQVIA databases. Retail, Public, DLO, RLO (excluding food supplements and diagnostic agents), TRD Prices



TOP-15 brands on Russian market, January-December 2018

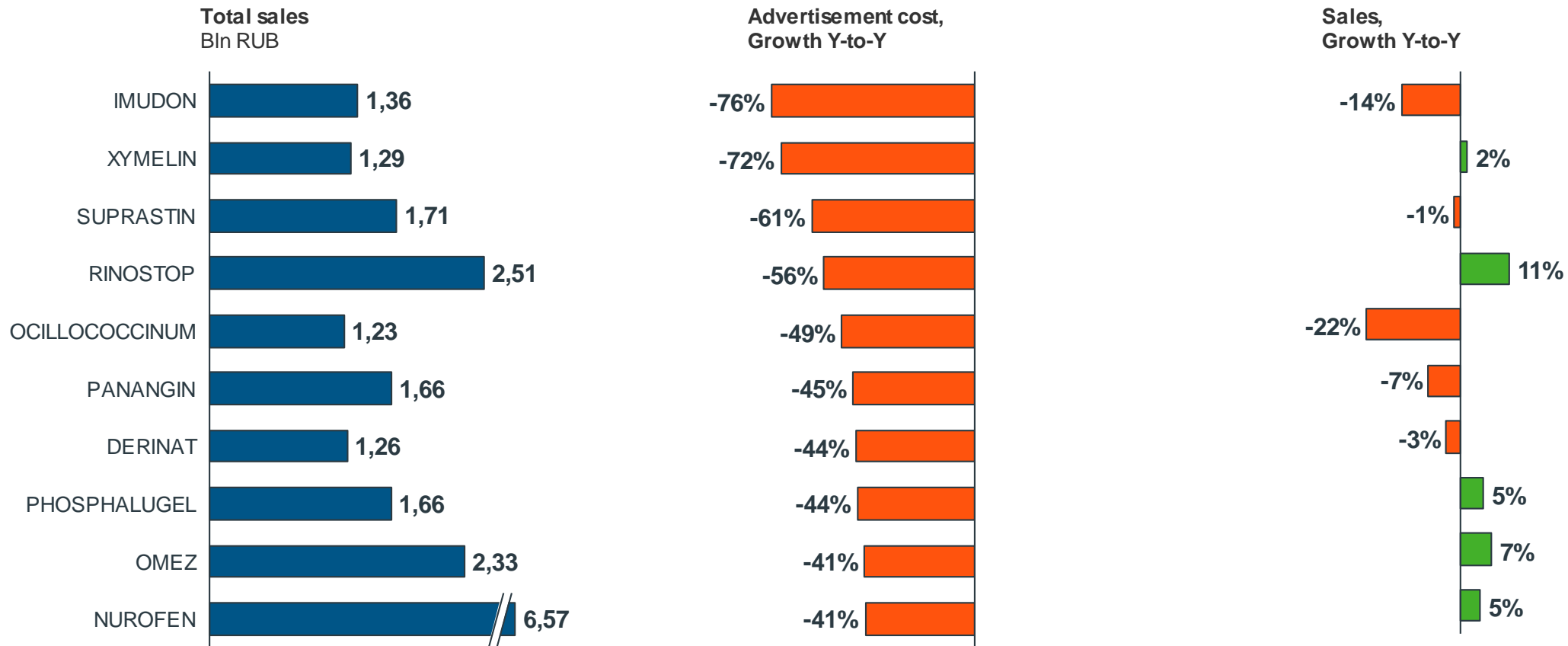


TOP-10 products by growth in advertisement investments in January-December 2018



The rank is calculated among TOP-200 Brands by sales with advertising cost greater than 50 mln RUB
 Source: IQVIA databases. Pharmatrend, Mediascope data, FIN Prices

TOP-10 products by decline in advertisement investments in January-December 2018

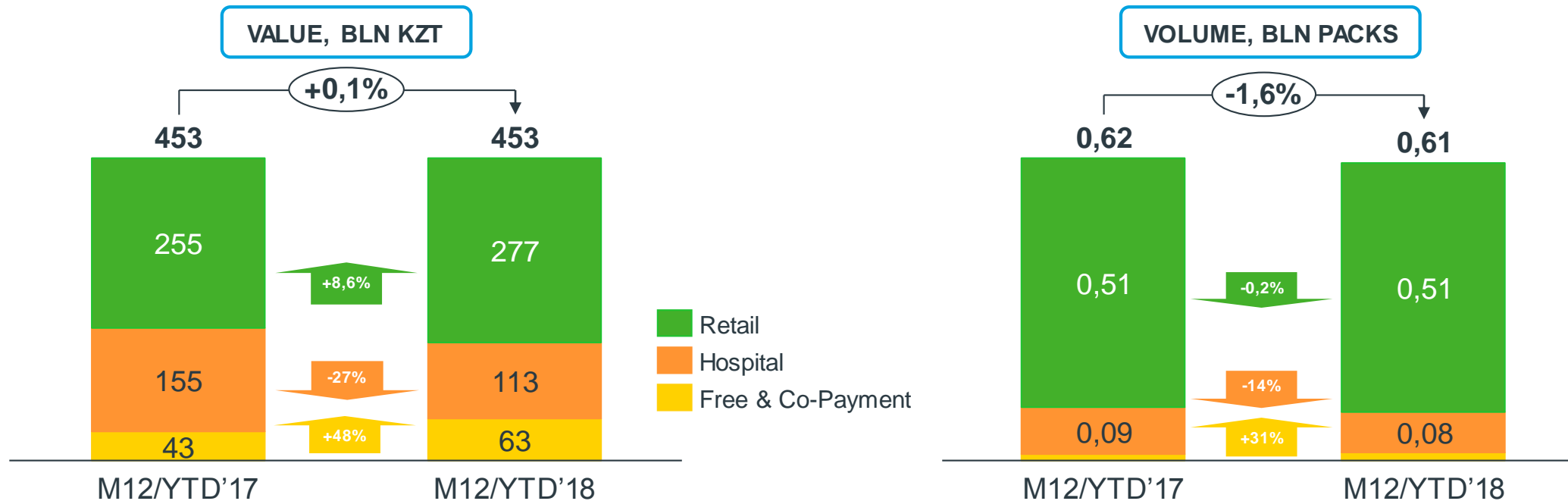


The rank is calculated among TOP-200 Brands by sales with advertising cost greater than 50 mln RUB
 Source: IQVIA databases. Pharmatrend, Mediascope data, FIN Prices



Kazakhstan pharma market growth in January-December 2018

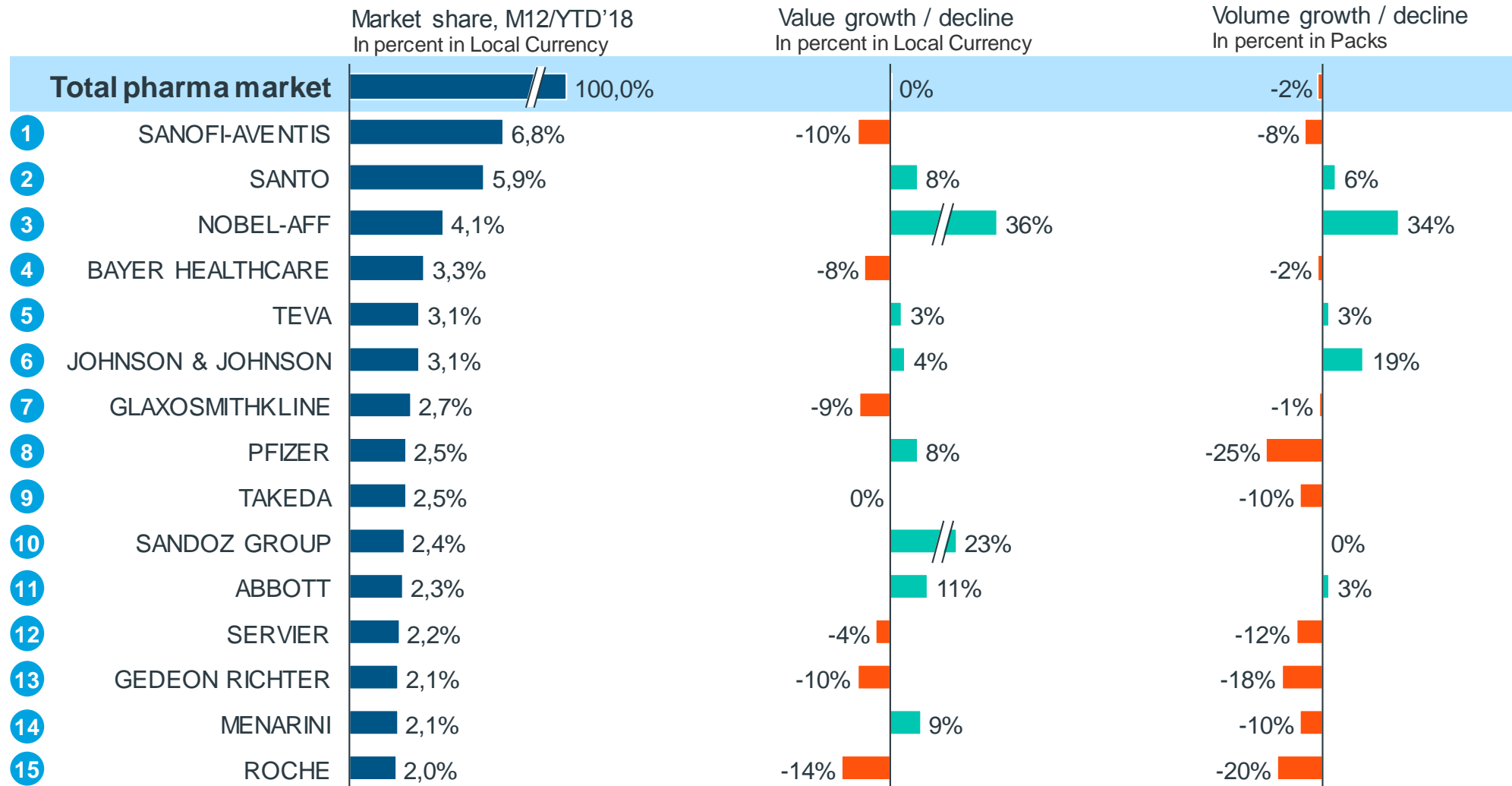
Market grew by 0,1% in value and decreased by 1,6% in volume



Indicator	KZT	USD	EUR	PACKS
Value M12/YTD'18, Bln.	453	1,32	1,11	0,61
Growth M12/YTD'18%	▲ 0,1%	▼ -5,5%	▼ -10%	▼ -1,6%

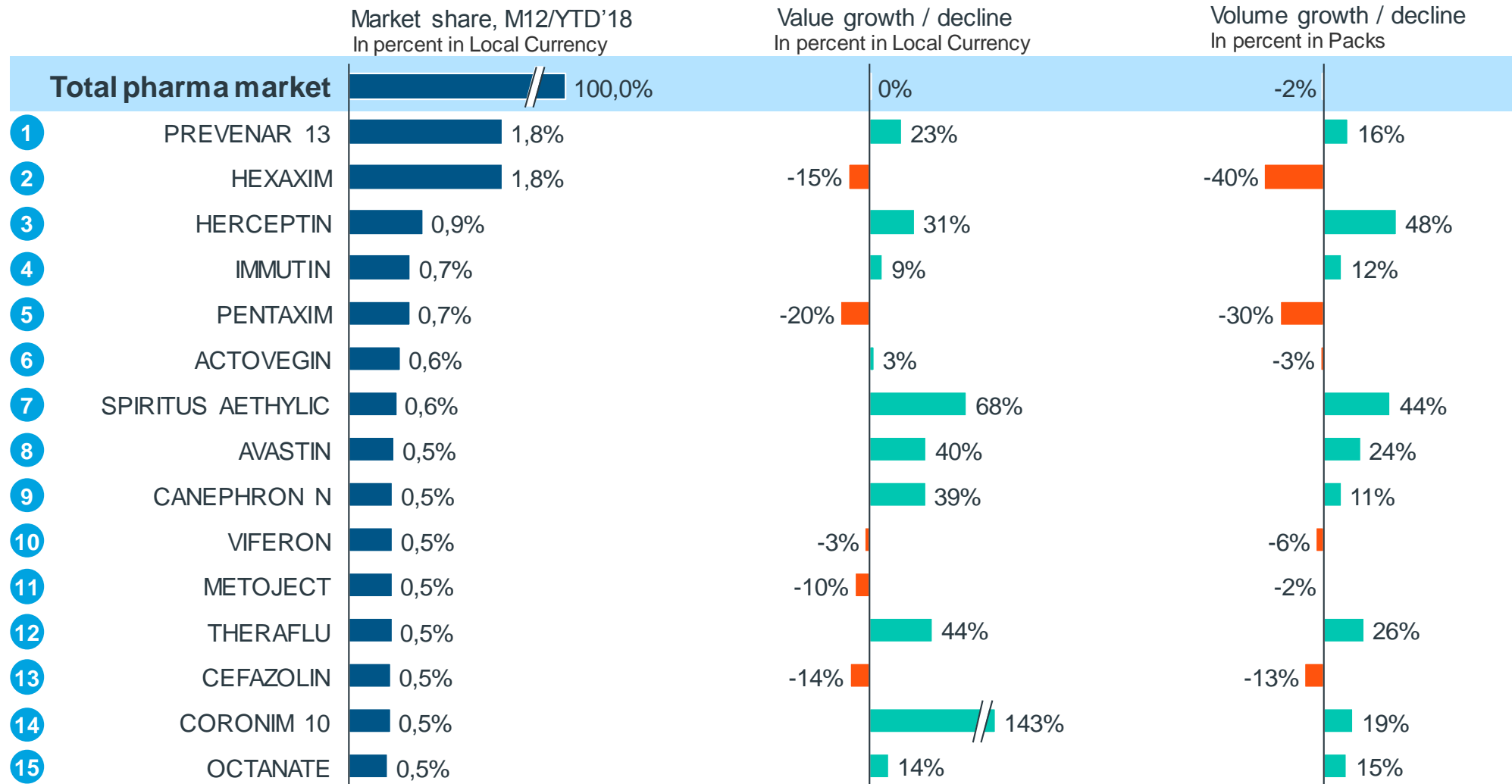
Source: IQVIA databases. Retail, Hospital (excluding food supplements and diagnostic agents), TRD Prices

TOP-15 corporations on Kazakhstan market, January-December 2018





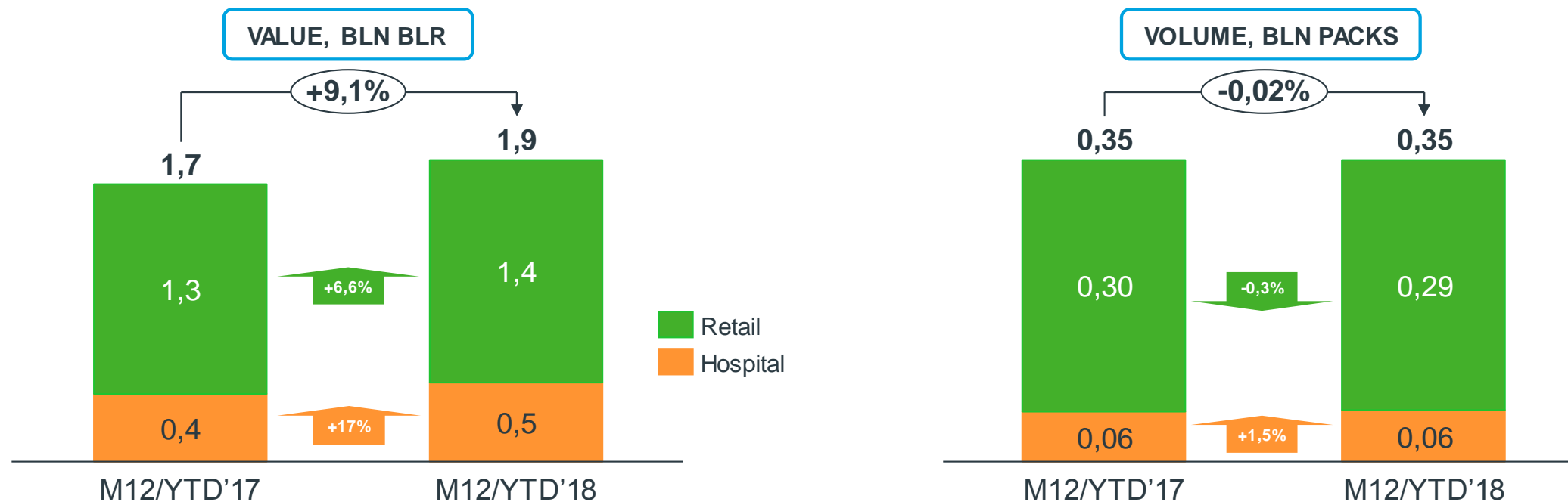
TOP-15 brands on Kazakhstan market, January-December 2018





Belarus pharma market growth in January-December 2018

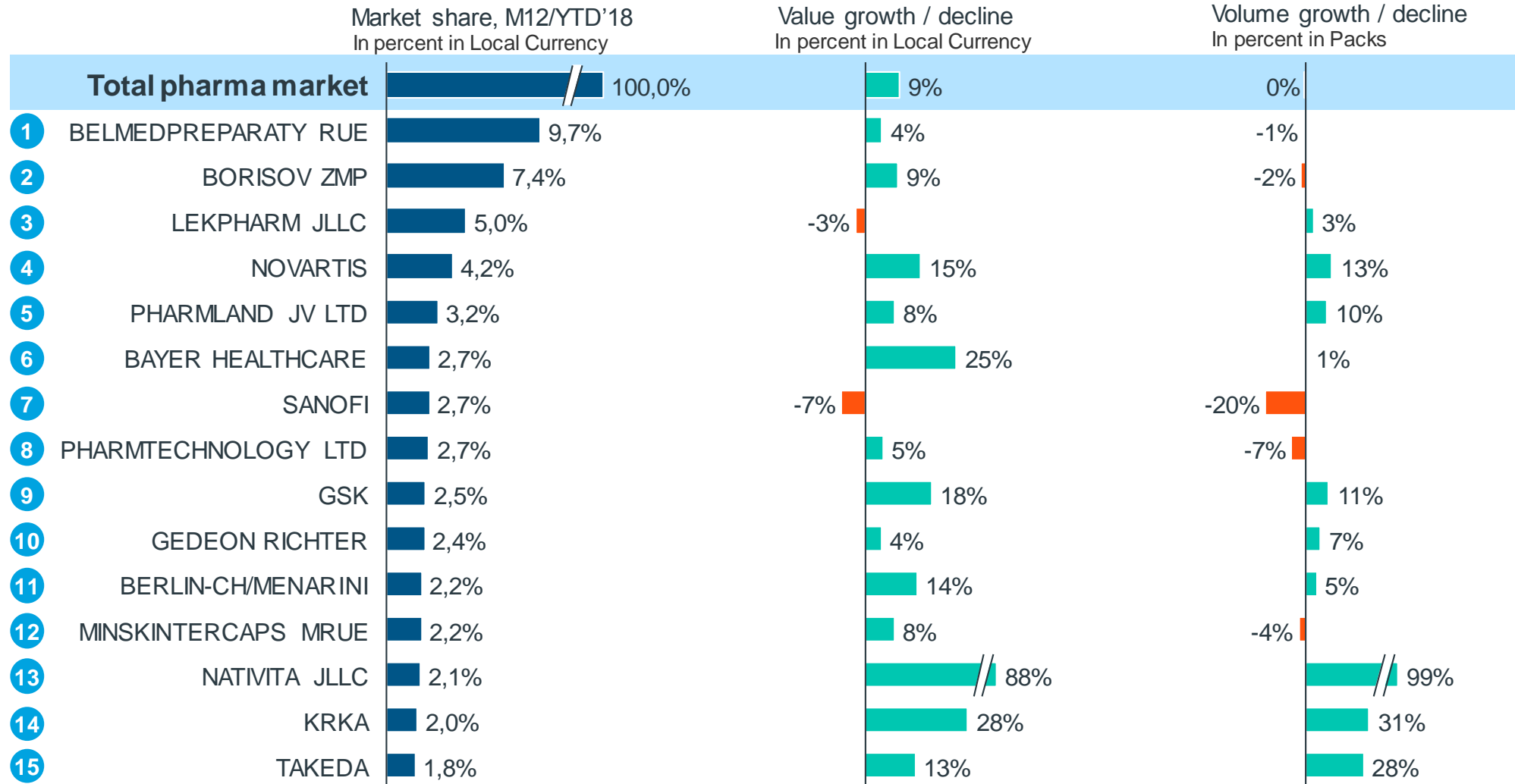
Market grew by 9,1% in value and decreased by 0,02% in volume



Indicator	BLR	USD	EUR	PACKS
Value M12/YTD'18, Bln.	1,85	0,91	0,77	0,35
Growth M12/YTD'18%	▲ 9,1%	▲ 3,6%	▼ -1,2%	▼ -0,02%

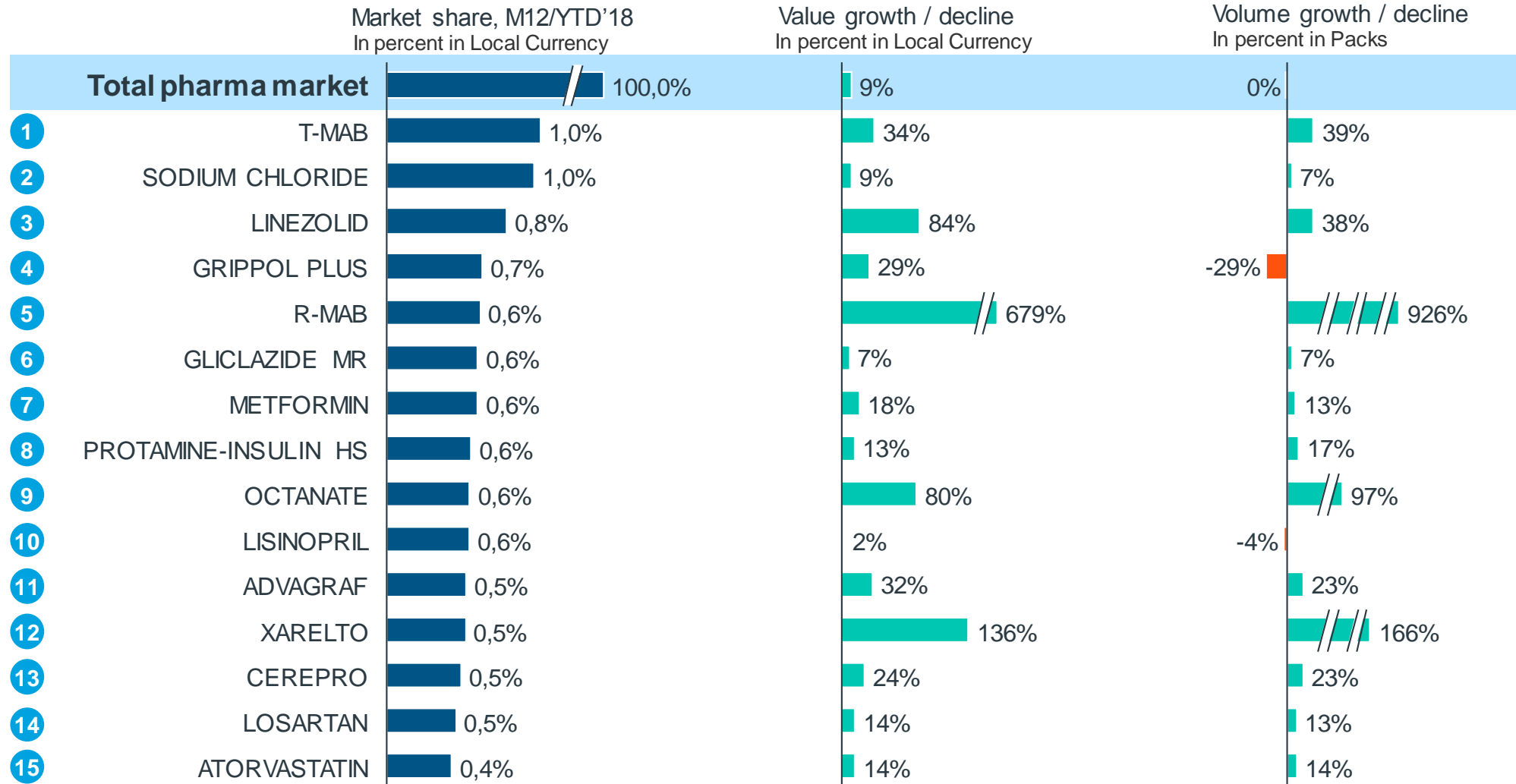


TOP-15 corporations on Belarus market, January-December 2018





TOP-15 brands on Belarus market, January-December 2018

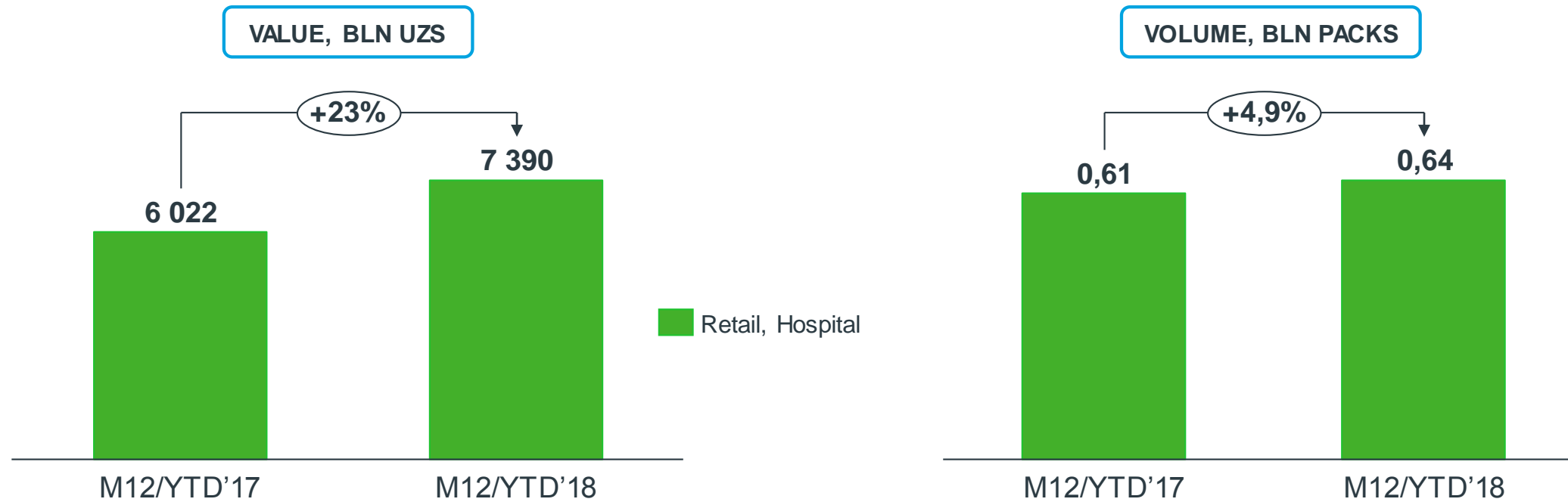


Source: IQVIA databases. Retail, Hospital (excluding food supplements and diagnostic agents), TRD Prices



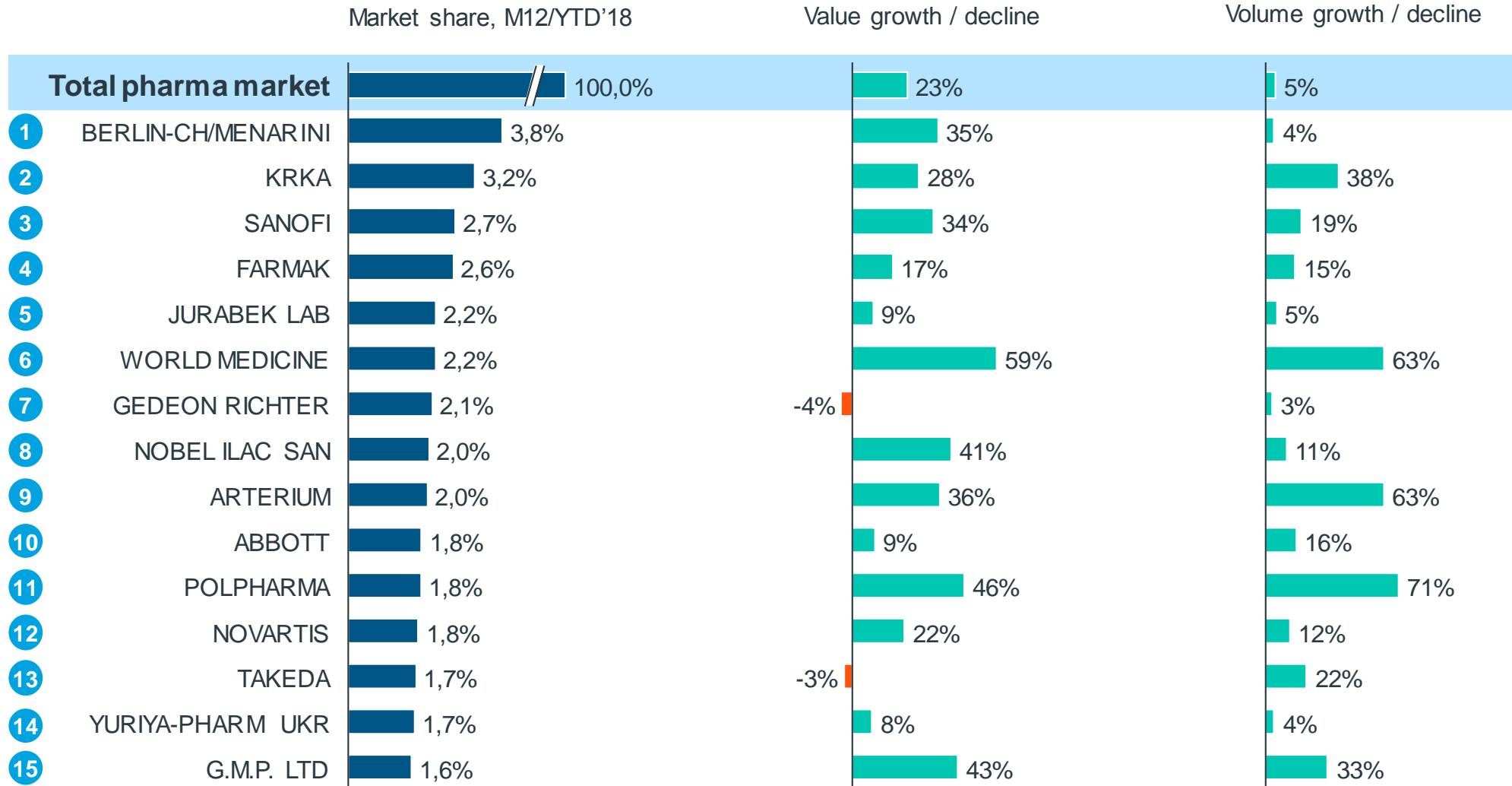
Uzbekistan pharma market growth in January-December 2018

Market grew by +23% in value and by 4,9% in volume



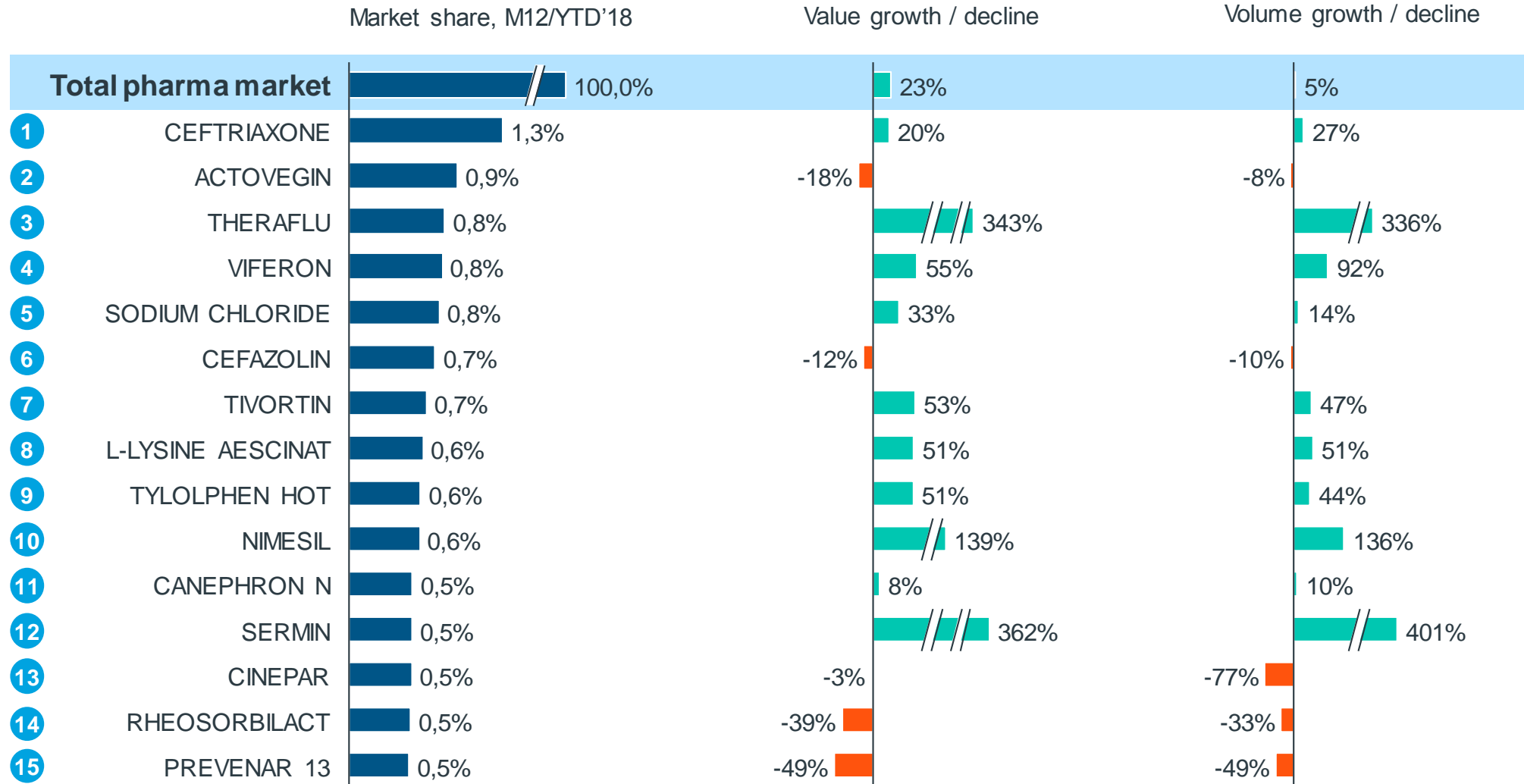
Indicator	UZS	USD	EUR	PACKS
Value M12/YTD'18, Bln.	7 390	0,92	0,78	0,64
Growth M12/YTD'18%	▲ 23%	▼ -34%	▼ -38%	▲ 4,9%

TOP-15 corporations on Uzbekistan market, January-December 2018





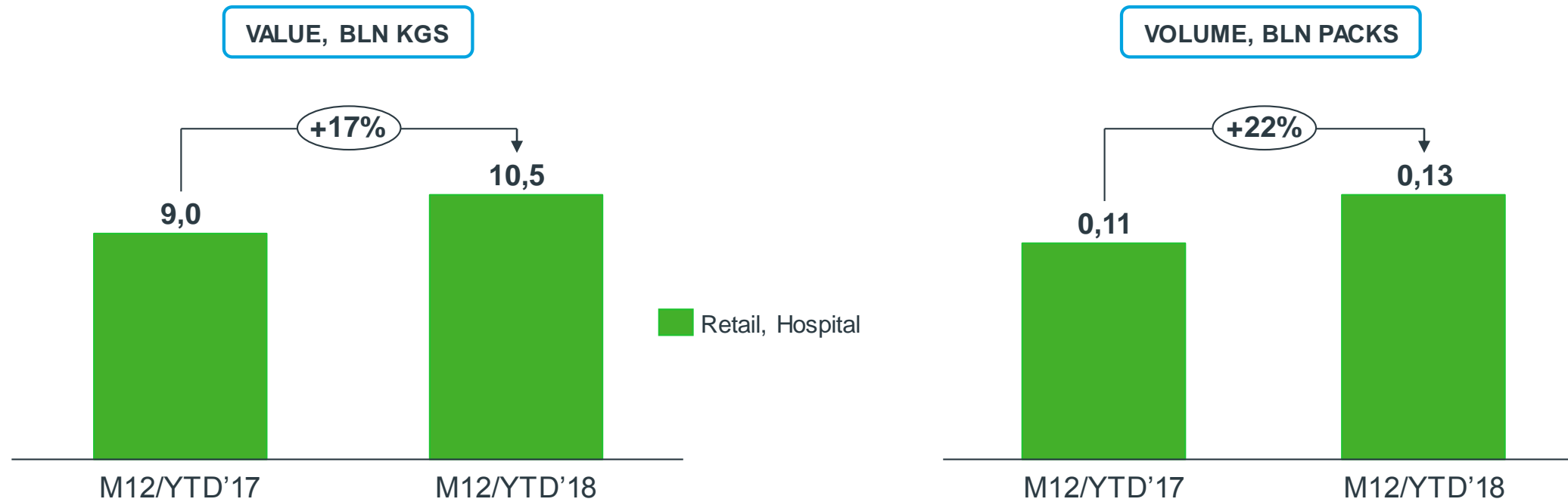
TOP-15 brands on Uzbekistan market, January-December 2018





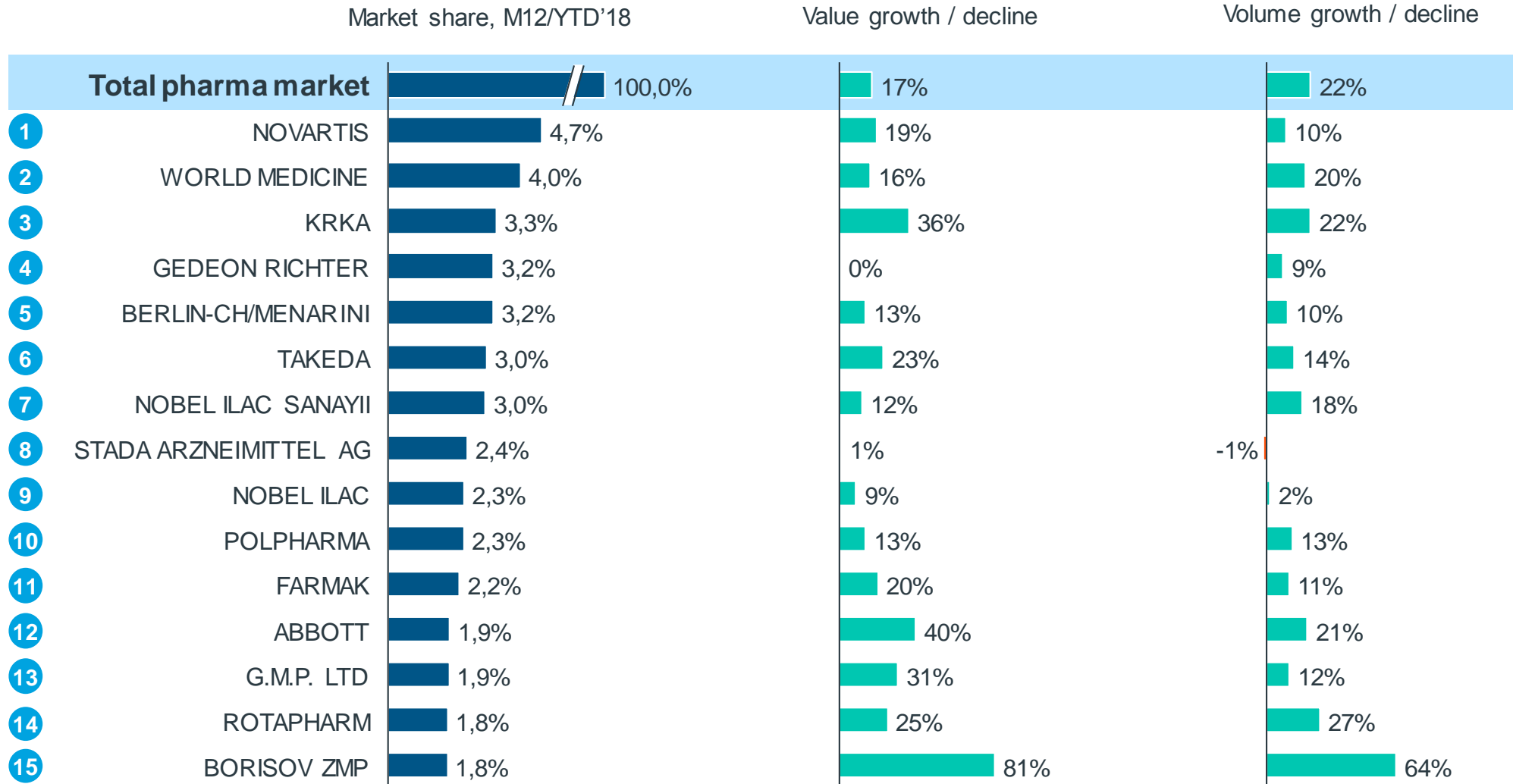
Kyrgyzstan pharma market growth in January-December 2018

Market grew by 17% in value and by 22% in volume



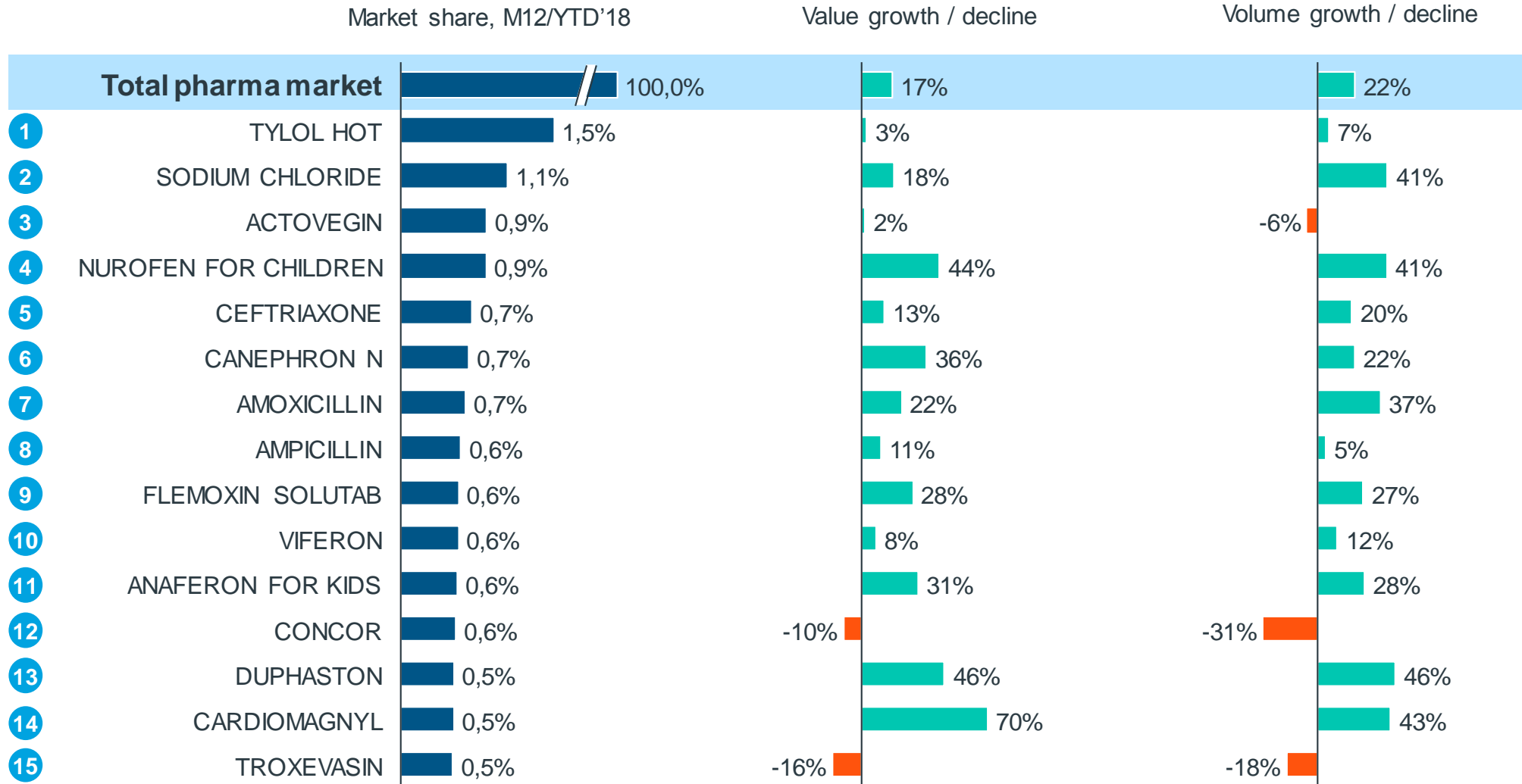
Indicator	KGS	USD	EUR	PACKS
Value M12/YTD'18, Bln.	10,5	0,15	0,13	0,13
Growth M12/YTD'18%	▲ 17%	▲ 17%	▲ 12%	▲ 22%

TOP-15 corporations on Kyrgyzstan market, January-December 2018





TOP-15 brands on Kyrgyzstan market, January-December 2018

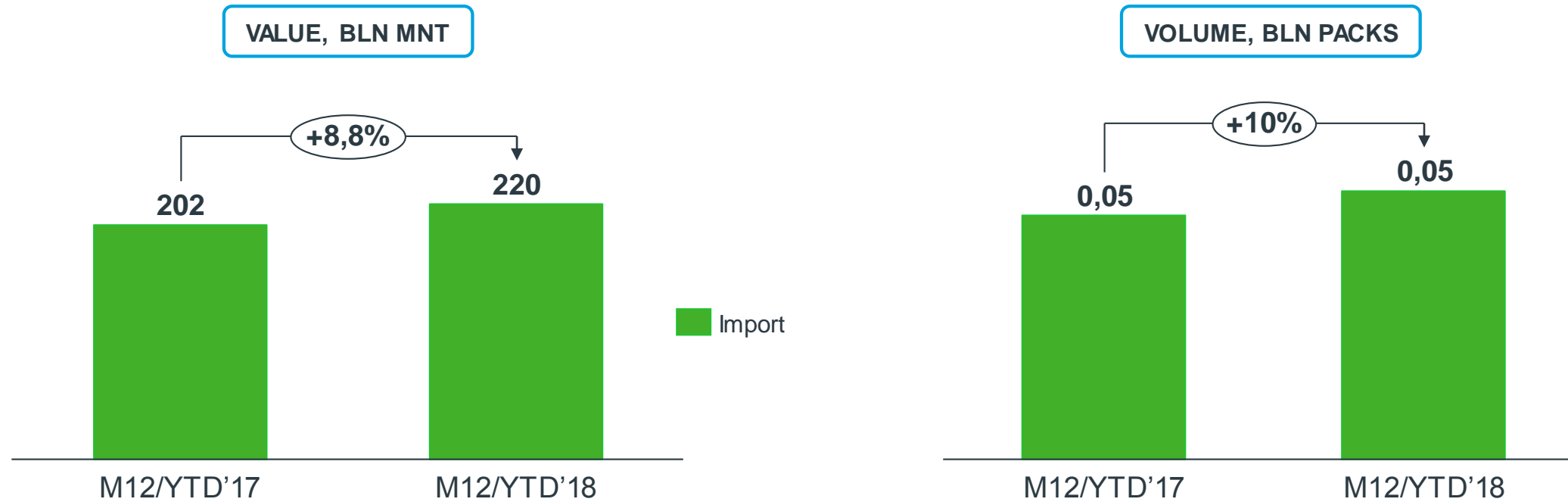


Source: IQVIA databases. Retail and Hospital Market (exclude food supplements and diagnostic agents), TRD Prices



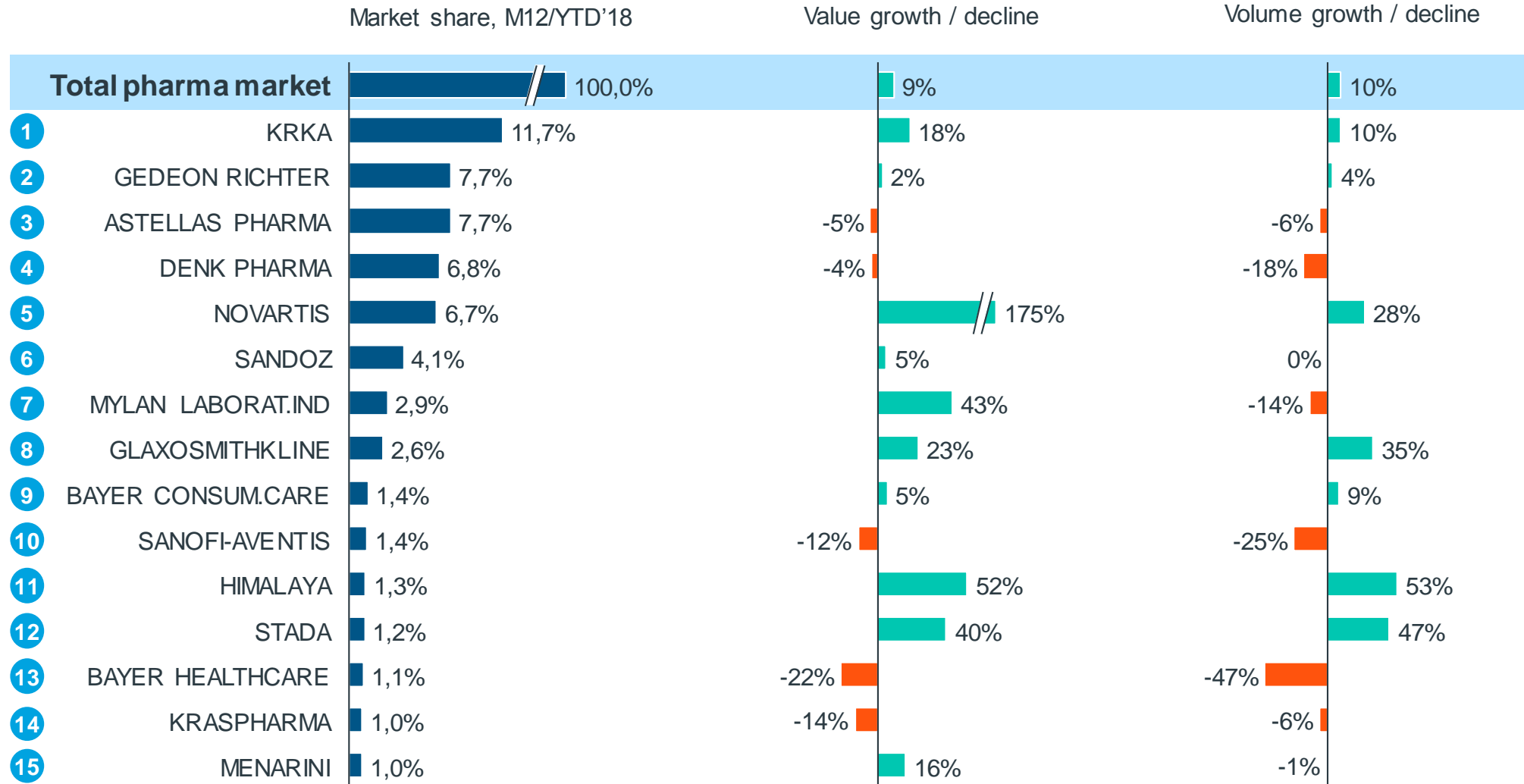
Mongolian pharma market growth in January-December 2018

Market grew by +8,8% in value and by 10% in volume



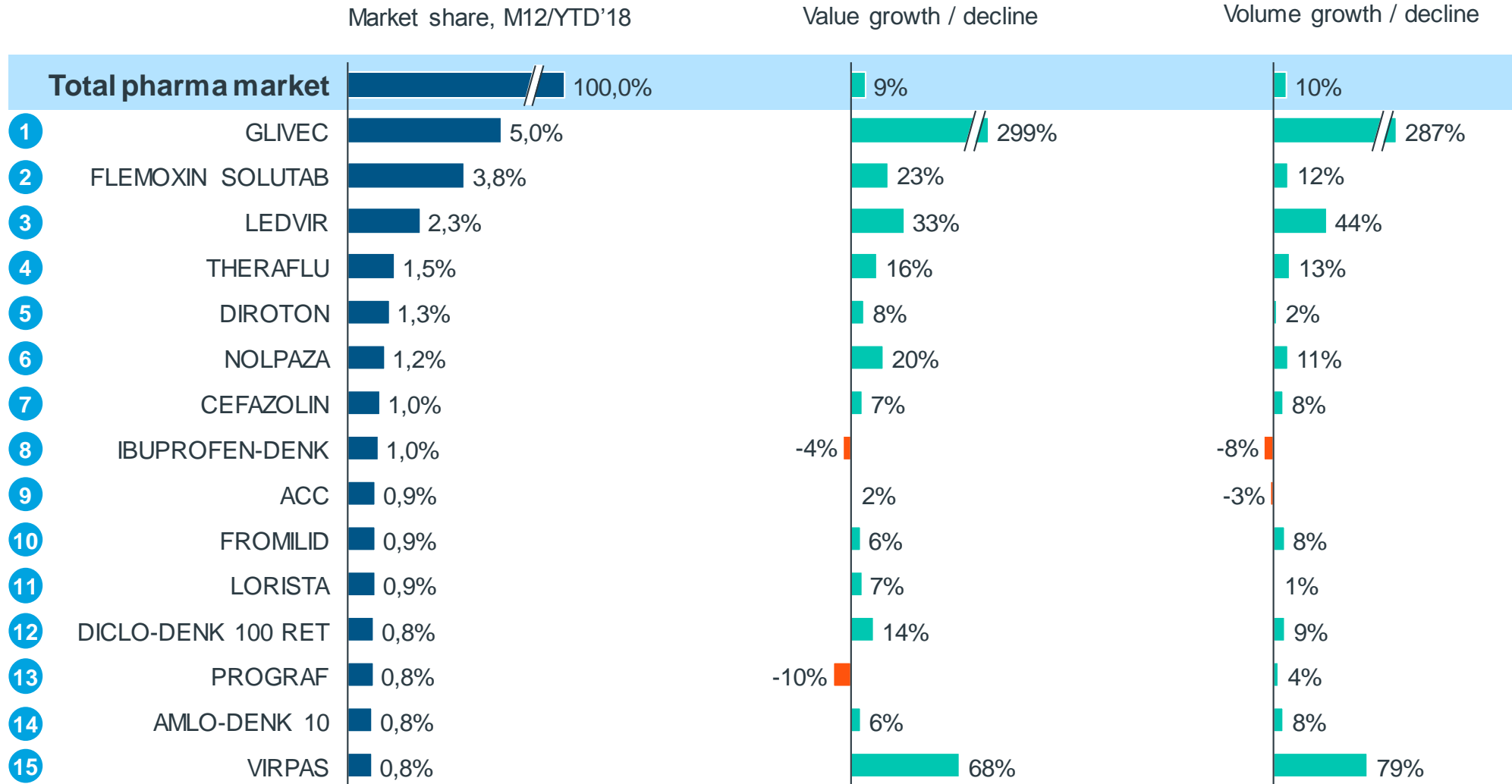
Indicator	MNT	USD	EUR	PACKS
Value M12/YTD'18, Bln.	220	0,09	0,08	0,05
Growth M12/YTD'18%	▲ 8,8%	▲ 7,1%	▲ 3,3%	▲ 10%

TOP-15 corporations on Mongolian market, January-December 2018





TOP-15 brands on Mongolian market, January-December 2018



Source: IQVIA databases. Import statistics (exclude food supplements and diagnostic agents), TRD Prices

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